

## Message Text

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PAGE 01 ZAGREB 00515 101148Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PASS-00 /020 W

-----101149Z 017263 /46

P 100820Z JUN 77

FM AMCONSUL ZAGREB

TO SECSTATE WASHDC PRIORITY 4540

UNCLAS ZAGREB 515

E.O. 11652: N/A

TAGS: BEXP, YO, US

SUBJECT: ZAGREB FALL FAIR

TO: MR. DON PARSONS

WESTINGHOUSE ELECTRIC CORPORATION

POWER SYSTEMS PROJECTS DIVISION

875 GREENTREE ROAD

PITTSBURGH, PA. 15220

TELEX 81-2495

1. WE HAVE RECENTLY LEARNED FROM WESTINGHOUSE REPRESENTATIVES AT KRSKO THAT WESTINGHOUSE DOES NOT INTEND TO PARTICIPATE IN THIS YEAR'S ZAGREB FALL FAIR. RECALLING OUR DISCUSSION OF THE FAIR IN FEBRUARY, I WANTED TO RAISE THIS MATTER AGAIN PERSONALLY WITH YOU. THE FALL FAIR SHOULD NOT BE LOOKED AT SOLELY FROM THE VIEW POINT OF IMMEDIATE SALES OR LEADS. IN THE EYES OF MANY YUGOSLAVS, THE FAIR IS A MEASURE OF A COMPANY'S INTEREST AND INVOLVEMENT IN THEIR COUNTRY. WITH KRSKO MOVING AHEAD AND WITH PREPARATIONS BEGINNING FOR THE SECOND POWER PLANT, MANY PEOPLE WILL EXPECT A WESTINGHOUSE PRESENCE AT THE FALL FAIR. WESTINGHOUSE'S ABSENCE WOULD UNDOUBTEDLY BE NOTED, PARTICULARLY IN LIGHT OF EXHIBITS BY OTHER U.S. COMPANIES ACTIVE IN THIS AREA SUCH AS DOW CHEMICAL.

2. THERE IS STILL SOME SPACE AVAILABLE IN THE AMERICAN PAVILION,

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AND WE WOULD BE HAPPY TO PROVIDE WESTINGHOUSE WITH THE PACKAGE OF SERVICES OUTLINED IN THE BROCHURE WHICH I SENT TO YOU EARLIER. I WOULD HOPE THE DECISION CONVEYED TO US IS NOT FINAL AND THAT WE WILL SEE WESTINGHOUSE -- THE AMERICAN CONTRACTOR WITH THE MOST PROMINENT PRESENCE IN THE ZAGREB AREA -- IN THE AMERICAN PAVILION AT THE FAIR.

REGARDS

HERB KAISER  
CONSUL GENERAL  
AMERICAN CONSULATE GENERAL  
ZAGREB, YUGOSLAVIA.

KAISER

NOTE BY OC/T: PASSED ABOVE ADDEE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Subject:** ZAGREB FALL FAIR TO: MR. DON PARSONS WESTINGHOUSE ELECTRIC CORPORATION  
**TAGS:** BEXP, YO, US  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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